

**Response to Solicitation
Real Estate Appraisal Services**

**Requisition # ADSM-6DFNNN
Solicitation # SCC050003-A4**

Submitted to

**The Arizona Department of Administration
Via Spirit Automated eProcurement System**

Fowler Appraisal

Fowler Appraisal

August 10, 2005

Connie Ickes, Contracting Officer
Arizona Department of Transportation
1739 West Jackson, Suite A
Phoenix, AZ 85007

Re: SOLICITATION NO. SCC050003-A4

Dear Ms. Ickes:

I am pleased to submit the attached information in response to ADOA's request for real estate appraisal services.

I am committed to meeting ADOA's quality and schedule expectations. I have read the terms set forth in the solicitation prepared by your office.

I have been appraising in Pima County and in other Arizona and New Mexico counties for over twenty years, and have extensive experience in eminent domain appraisal.

I am the principal appraiser at Fowler Appraisal, and have one part time assistant. The firm is located in Tucson. I have a General Certification issued by the State of Arizona.

Thank you for the opportunity to submit this proposal.

Sincerely,



Lynn Fowler, MAI
Arizona Certified General Real Estate Appraiser #30141

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Offer and Contract Award

Submitted through SPIRIT on line.

Solicitation Amendments

The Offeror acknowledges that there were Solicitation Amendments, and has reviewed the changes in SCC05003-A4.

Price Sheet

Submitted through SPIRIT on line.

Certification



Qualifications, Education and Experience

The principal of the firm is Lynn Fowler, MAI, an appraiser with over twenty years of appraisal experience, including work both in the government and private sectors. As Chief Appraiser for the Pima County Department of Transportation, she prepared and reviewed appraisal for acquisition for road projects and parklands, and became experienced in eminent domain valuation.

As an appraiser at the Tucson firm Sanders K. Solot and Associates, she focused on appraisals of income-producing properties including retail, industrial, office and multi-family properties. Eminent domain valuation was also a substantial component of her experience at the Solot Company.

From 1992 until 1999 Lynn Fowler was associated with Headquarters West, Ltd., an appraisal and brokerage company that specializes in rural real estate in Arizona and the southwest.

In 1999, Lynn Fowler opened Fowler Appraisal, specializing in both commercial and rural properties. Assignments over the past five years have included ranches, large land tracts, both urban and recreational; transitional and special use rural properties in Arizona and New Mexico; improved commercial properties, and appraisals of conservation easements.

A qualifications summary sheet is on the following page. Lynn Fowler holds General Certification in Arizona and New Mexico, and has appraised property in California, Nevada, Colorado, and Oklahoma.

Lynn Fowler has prepared appraisals for acquisitions and exchanges by federal agencies, including the Bureau of Land Management, the USDA Forest Service, the U.S. Fish and Wildlife Service, and the Bureau of Reclamation. State agencies include the Arizona Game and Fish Department and the Salt River Project. In addition, Lynn Fowler, MAI has prepared appraisal for agencies such as the Nature Conservancy and the Arizona Open Land Trust. Tucson government clients include the City of Tucson and Pima County

Lynn Fowler has provided expert witness testimony in trials for condemnation and other real estate and value-related litigation. She is a qualified expert witness in Pima and Cochise County, Arizona, and in the U.S. Court of Claims.

Lynn Fowler is affiliated with the Appraisal Institute and the American Society of Farm Managers and Rural Appraisers, premier national professional commercial and rural appraisal organizations. She has completed advanced coursework through the Appraisal and the American Society.

Qualifications of Lynn Fowler, MAI

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| PROFESSIONAL EXPERIENCE | 1999-present: Principal, Fowler Appraisal 1992-1999: Appraiser, Headquarters West, Ltd. 1987-1992: Appraiser, Sanders K. Solot and Associates 1985-1987: Chief Appraiser, Pima County Department of Transportation 1982-1985: Appraiser, Pima County Assessor's Office |
| PROFESSIONAL DESIGNATIONS AND AFFILIATIONS | Member, Appraisal Institute American Society of Farm Managers and Rural Appraisers Past President of the Southern Arizona Chapter of the Appraisal Institute |
| STATE CERTIFICATIONS | Certified General Real Estate Appraiser in Arizona and New Mexico |
| APPRAISAL INSTITUTE COURSES (PARTIAL LIST) | Real Estate Appraisal Principles Basic Valuation Procedures Capitalization Theory and Techniques Case Studies in Real Estate Valuation Valuation Analysis and Report Writing Standards of Professional Practice Litigation Valuation Computer Assisted Investment Analysis |
| AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS COURSES | Advanced Rural Appraisal Advanced Resource Appraisal Advance Appraisal Review Federal Land Exchanges and Acquisitions |
| EDUCATION | Bachelor of Arts Degree in English Literature, Colorado State University, 1970 One year graduate study at Arizona State University, 1971 |
| QUALIFIED EXPERT WITNESS | U.S. Federal Court of Claims Pima County Superior Court Cochise County Superior Court |
| COMMISSIONS | 2002 Governor's Appointee to five year term on the Arizona State Board of Equalization |

References

REFERENCES 7.4

7.4.1 PLEASE LIST THE NAME, ADDRESS, CONTACT NAME, AND TELEPHONE NUMBER FOR THREE (3) ORGANIZATIONS FOR WHOM YOU HAVE PROVIDED SIMILAR SERVICES WITHIN THE PAST 24 MONTHS. These references **WILL** be checked, so please make sure all information is accurate and current.

7.4.1.1 ORGANIZATION: Pima County_
ADDRESS: 201 N Stone_____
CITY/STATE/ZIP CODE: Tucson, AZ 85701_____
CONTACT: Doug Laney_____
TELEPHONE NUMBER: (520) 740-6306_____
DATE SERVICE WAS INITIATED: under contract_____
DESCRIPTION OF SERVICE PROVIDED: Complete real estate appraisals, primarily of land, for County acquisition_____

7.4.1.2 ORGANIZATION: Appraisal Services Directorate, U.S. Department of the Interior_
ADDRESS: 222 N. Central Avenue_____
CITY/STATE/ZIP CODE: Phoenix, AZ 85004_____
CONTACT: Shawn Redfield_____
TELEPHONE NUMBER: 602-417-9302_____
DATE SERVICE WAS INITIATED: Under contract_____
DESCRIPTION OF SERVICE PROVIDED: Complete real estate appraisals for lands in Arizona, California and New Mexico for federal exchange_____

7.4.1.3 ORGANIZATION: The Nature Conservancy_
ADDRESS: 1510 E. Fort Lowell Road_____
CITY/STATE/ZIP CODE: Tucson, AZ_____
CONTACT: Dave Harris_____
TELEPHONE NUMBER: 520-622-3861_____
DATE SERVICE WAS INITIATED: 6/2004_____
DESCRIPTION OF SERVICE PROVIDED: Appraisal of lands near Benson for purchase and subsequent sale_____

Work Samples

Submitted through SPIRIT on line.

See attachments entitled

Appraisal: Honnas Chilton Easements.pdf

Appraisal Review: Coal Mine Spring Review.pdf

Consultation: No report submitted. The consultation reports that I have completed include investigations for the Arizona Attorney General's Office, and for private clients. All are confidential, and cannot be submitted.

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Submitted through SPIRIT on line.

Questionnaire

Submitted through SPIRIT on line. For Item 1 response, see next page. Also submitted as an attachment, entitled "Questionnaire, Item 1."

Questionnaire, Item 1.

Major Projects Completed by the Offeror as Sole Contractor:

Project: Bellemont Land Exchange, Coconino County
Client: AZ Game & Fish Dept and the USDA Forest Service
Date of Completion: Throughout 2003
Description: Appraisals of 13 selected land tracts (in Cochise, Apache, Coconino, Yavapai Counties) and an 800 acre federal land parcel for exchange.

Project: Gray Wolf Land Exchange, Yavapai County
Client: Federal Land Exchange, Inc.; WasteManagement; Forest Service
Date of Completion: Current project
Description: Appraisals of eight land parcels (in Coconino, Yavapai, Santa Cruz, Apache Counties) and a 200 acre federal tract for exchange to expand the Gray Wolf Landfill in Yavapai County.

Project: Chilton / Honnas Easements
Client: Chicago Title and U.S. Fish and Wildlife Service
Date of Completion: 2004
Description: Appraisals of two rights of way near Arivaca, Pima County

Project: Katerina Land Exchange
Client: Bureau of Land Management
Date of Completion: 2005
Description: Appraisals of seven private parcels in Las Cruces, NM

Project: Various - see list below
Client: Pima County
Date of Completion: 2001 through 2005
Description: For acquisition by Pima County

Hayhook Ranch
Santa Cruz River
Ironwood 640 Acres
Rancho Seco review
Lord's Ranch
Skalsky/Cottonwood
Hayhook Ranch
King Ranch
Bar V